

Vendor: HP

Exam Code: HP2-K37

Exam Name: Selling HP Storage Solutions and Services

Version: DEMO

QUESTION 1
A mid-sized customer wants to migrate to an entry-level solution with Direct Attach Storage for their Microsoft SQL Server database. They have limited IT staff available to administer and manage a new solution.
Which HP storage solution should you recommend for this customer?

A. HP D2700 Disk Enclosure
B. HP 3PAR StoreServ 7000
C. HP MSA 2040 Disk Array
D. HP StoreOnce Virtual Stoarge Appliance

Answer: C

QUESTION 2
Which market analysis model can be used to characterize the pressures that customers respond to?

A. McKinsey7s
B. strengths, weaknesses, opportunities, and threats (SWOT)
C. political, economic, social, technical (PEST)
D. value, rarity, instability, and organization (VRIO)

Answer: A

QUESTION 3
What value would a customer with a small-sized data center gain by working with an HP ServiceOne Partner?

A. scalable approach to address requirements within a constrained budget
B. ability to leverage legacy and recycled components for greater cost savings
C. freedom gained from hardware and software platform independence
D. access to a wide variety of operating system support across all platforms

Answer: A

QUESTION 4
Which HP program is designed to facilitate matching the optimal HP storage product to the customer business need?

A. HPAIlianceOne
B. HP SalesBuilder
C. HP Simply StorelT
D. HPCloudAgile

Answer: B

QUESTION 5
A construction company has offices across the country. Architects, project managers, and accountants need reliable access to drawings, documents, and customer records.

How do HP storage solutions help to address this customers needs?

A. by ensuring that data is securely protected
B. by providing easy-to-use built-in data management
C. by increasing efficiency of resource utilization
D. by optimizing storage for file sharing

Answer: D

QUESTION 6
Hotspot Question
Match the HP StoreEasy product with the value it provides to customers.

Answer:
HP Storeeasy 1630 storage - supports 10 to 1300 users and can expand to 16 TB
HP Storeeasy 1530 storage - provides performance in tower form factor
HP Storeeasy 1430 storage - supports up to two quad-core processors for extra performance

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